



ASX ANNOUNCEMENT

**IMPEDIMED SIGNS EXCLUSIVE AGENCY AGREEMENT WITH
3M AUSTRALIA PTY LTD**

14 February 2013

Brisbane, Australia – **ImpediMed Limited** (ASX: IPD) (“ImpediMed”) announced to the market today that it has entered into a three-year exclusive agreement with **3M Australia Pty Ltd** (“3M”).

The multi-year agreement, effective immediately, gives 3M the responsibility for the sale and co-marketing of ImpediMed’s L-Dex[®] lymphoedema products through its sales force in Australia and New Zealand.

"This agreement signals promising news for lymphoedema patients in that two companies with synergistic and complementary technologies will be working closely together with practitioners on early detection, treatment and accessibility," said ImpediMed’s CEO, Richard Carreon. "We are also enthusiastic about partnering with a world-class company such as 3M, one that is very much aligned with our own mission and commitment to providing innovative solutions for medical practitioners and their patients."

Currently, there is no cure for lymphoedema. In spite of recent advances in treating breast cancer, lymphoedema of the arm remains a significant problem – even with the adoption of more conservative surgical procedures. The key for maintaining quality of life for people with lymphoedema is recognition and management of the condition – or a patient’s potential to develop the condition – as early as possible and providing effective treatment.

ImpediMed’s L-Dex[®] U400 device is a bioimpedance spectroscopy-based technology that aids in the clinical assessment of unilateral lymphoedema of the arm in women or the leg in women or men. Through this technology, clinicians now have a way to help assess which patients are developing lymphoedema so that proactive steps (including the use of 3M’s complementary technologies) can be taken to treat the condition. 3M’s Critical & Chronic Care Solutions Division markets 3M[™] Coban[™] 2 layer compression therapy – a low-profile, comfortable compression system. This bandaging system is used to treat lymphedema.

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L-Dex is a trademark of ImpediMed Limited.

The L-Dex scale is a tool to assist in the clinical assessment of unilateral lymphoedema of arm and leg in women and the leg in men by a medical provider. The L-Dex scale is not intended to diagnose or predict lymphoedema of an extremity.

About ImpediMed

ImpediMed Limited is the world leader in the development and distribution of medical devices employing Bioimpedance Spectroscopy (BIS) technologies for use in the non-invasive clinical assessment and monitoring of fluid status. ImpediMed's primary product range consists of a number of medical devices that aid surgeons, oncologists, therapists and radiation oncologists in the clinical assessment of patients for the potential onset of secondary lymphoedema. Pre-operative clinical assessment in cancer survivors, before the onset of symptoms, may prevent the condition from becoming a lifelong management issue and thus improve the quality of life of the cancer survivor. ImpediMed has the first medical device with an FDA clearance in the United States to aid health care professionals clinically assess secondary unilateral lymphoedema of the arm and leg in women and the leg in men.

For more information, visit: www.impedimed.com.au

About 3M

3M Worldwide is fundamentally a science-based company. They produce thousands of imaginative products, and are a leader in scores of markets - from health care and highway safety to office products and abrasives and adhesives. 3M captures the spark of new ideas and transforms them into thousands of ingenious products. Our culture of creative collaboration inspires a never-ending stream of powerful technologies that make life better. 3M is the innovation company that never stops inventing. With \$30 billion in sales, 3M employs 88,000 people worldwide and has operations in more than 70 countries.

For more information, visit: www.3m.com

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